

Message Text

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DRAFTED BY: XMB:RCRAFTON/RCHARAMELLA

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FM SECSTATE WASHDC

TO AMEMBASSY WELLINGTON

AMCONSUL MELBOURNE

AMCONSUL SYDNEY

AMCONSUL AUCKLAND

INFO AMEMBASSY CANBERRA

AMCONSUL BRISBANE

AMCONSUL PERTH

AMCONSUL PORT MORESBY

UNCLAS STATE 056342

CANBERRA ALSO PASS ADELAIDE FOR INFO

E.O. 11652: N/A

TAGS: BEXP, EFIN, ETRD, AS, NZ

SUBJECT: AUSTRALIA/NEW ZELAND VISIT OF EXIMBANK TEAM

REF: CANBERRA 0948 PORT MORESBY 0089

1. RICHARD D. CRAFTON, DEPUTY VICE PRESIDENT, ASIA DIVISION,
AND ROBERT L. CHARAMELLA, LOAN OFFICER, COOPERATIVE FINANCING
FACILITY (CFF) DIVISION, TO COMPRISE TEAM. CRAFTON AVAILABLE
FOR SEPARATE APPOINTMENTS IN ALL SCHEDULED CITIES IF POSTS WISH,
OTHERWISE WILL ACCOMPANY CHARAMELLA. PROPOSED SCHEDULE FOLLOWS:

2. ARRIVING SYDNEY 0745 APRIL 6 DPEARTING 1900 APRIL 8.
TIME AND DATE OF SEMINAR AT CONGEN'S DISCRETION; HOWEVER, 1-1/2
HOURS PREFERABLE -- 45 MINUTES DISCUSSION AND 45 MINUTES QUESTION
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AND ANSWER. BOTH TEAM MEMBERS AVAILABLE FOR SEMINAR. REQUEST

CONGEN MAKE APPOINTMENTS FOR CHARAMELLA FOR IN-DEPTH WORKING LEVEL DISCUSSIONS OF CFF WITH EACH PERSON NOTED BELOW AND HIS COLLEAGUES RESPONSIBLE FOR PROCESSING SUBLOANS FOR CFF PROGRAMS: A. JOHN FRIZELL, BANK OF NEW SOUTH WALES; V.T. CHRISTIE, COMMONWEALTH TRADING BANK; JEFF BRIERLEY, COMMERCIAL BANKING CO. OF SYDNEY LTD.; C.W.K. DEBOOS, PARTNERSHIP PACIFIC LTD. TWO HOURS EACH FOR ALL CHARAMELLA'S APPOINTMENTS SHOULD BE SUFFICIENT.

3. ARRIVE MELBOURNE 2010 APRIL 8 DEPARTING 0100 APRIL 12.
SEMINAR AT CONGEN'S DISCRETION. REQUEST CONGEN MAKE APPOINTMENTS SHOULD BE SUFFICIENT.

3. ARRIVE MELBOURNE 2010 APRIL 8 DEPARTING 0100 APRIL 12.
SEMINAR AT CONGEN'S DISCRETION. REQUEST CONGEN MAKE APPOINTMENTS FOR CHARAMELLA (PURPOSE: CFF DISCUSSIONS) WITH EACH PERSON NOTED BELOW AND HIS COLLEAGUES RESPONSIBLE FOR PROCESSING SUBLOANS FOR CFF PROGRAM: A. J. WALSH, NATIONAL BANK OF AUSTRALIA LTD.; B. L. HAMLEY, TRICONTINENTAL CORP. LTD.; JOHN DOLIN, AUSTRALIAN INTERNATIONAL FINANCE CROP. LTD.; R.W. DAVIDSON, AUSTRALIA AND N.Z. BANKING GROUP LTD.; J.C. LINKER, CHASE N.B.A. GROUP LTD.; R.G. MCCROSSIN, AUSTRALIAN RESOURCES DEVELOPMENT BANK LTD. REQUEST CONGEN MAKE APPOINTMENT FOR CRAFTON FOR SHORT COURTESY CALL R.L. COOPER, EXECUTIVE GENERAL MANAGER, ANSETT TRANSPORT INDUSTRIES LTD. AT CONVIENT TIME.

4. ARRIVE WELLINGTON 1900 PRIL 13 DEPARTING 1825 APRIL 15.
WILLING TO HOLD SEMINAR IF EMBASSY DESIRES SAME. PLEASE ADVISE EXIMBANK. REQUEST EMBASSY MAKE APPOINTMENTS FOR CHARAMELLA (PURPOSE: CFF DISCUSSIONS) WITH EACH PERSON NOTED BELOW AND HIS COLLEAGUES RESPONSIBLE FOR PROCESSING SUBLOANS FOR CFF PROGRAM: C.R. STEELE, DEVELOPMENT FINANCE CORP.; M.M. BUCKANON, BANK OF NEW ZEALAND; J.P. ANDREWS, BANK OF NEW SOUTH WALES. IF NO SEMINAR DESIRED BY EMBASSY, REQUEST APPOINTMENTS FOR CHARAMELLA WITH FOLLOWING: F.V. NOBLE BEASLEY, GENERAL FINANCE LTD., P.R. KEMP, NEW ZEALAND UNITED CORP. LTD. REQUEST EMBASSY MAKE APPOINTMENT FOR CRAFTON FOR SHORT COURTESY CALL LESLIE L. FORD, DEPUTY GENERAL MANAGER, NEW ZEALAND NATIONAL AIRWAYS CORP.

5. ARRIVE AUCKLAND 1925 APRIL 15 DEPARTING 1135 APRIL 17.
NO RPT NO, SEMINAR PLANNED UNLESS CONGEN DESIRES SAME. PLEASE UNCLASSIFIED

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ADVISE EXIMBANK. REQUEST CONGEN MAKE APPOINTMENTS FOR CHARAMELLA (PURPOSE: CFF DISCUSSIONS) WITH EACH PERSON NOTED BELOW AND HIS COLLEAGUES RESPONSIBLE FOR PROCESSING SUBLOANS FOR CFF PROGRAM: D.G. SADLER, FLETCHER TRUST AND INVESTMENT CO. LTD.; D.T. BRASH, BROADBANK CORP. LTD. IF NO SEMINAR DESIRED BY CONGEN, REQUEST APPOINTMENTS FOR CHARAMELLA WITH FOLLOWING: R. MUDGQAY, MARAC CORP. LTD.; J. M. WOOD, NZI FINANCE LTD. REQUEST CONGEN MAKE APPOINTMENT FOR CRAFTON FOR SHORT COURTESY CALL A.A. WATSON,

DIRECTOR OF FINANCE, AIR NEW ZEALAND.

6. IN VIEW OF TIME LIMITATIONS, TEAM UNABLE TO VISIT PORT MORESBY,
BRISBANE, ADELAIDE AND PERTH; HOWEVER, SUGGEST INTERESTED
INDIVIDUALS BE INVITED TO ATTEND SEMINARS AT NEAREST CITIES.
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